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Dairy and Products

Annual

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Report Highlights:

Domestic milk production is seen to increase this year due mainly to the continued infusion of imported and local dairy animals by the National Dairy Authority through its Herd Build-up Program. Imports of dairy products are expected to continue to rise as domestic production only supplies about one percent of the growing Philippine dairy requirements. Main country suppliers include New Zealand (42 percent), Australia (26 percent), United States (10 percent) and Thailand (7 percent). Exports of processed dairy products, particularly of whole milk powder, are forecast to increase this year.

Includes PSD Changes: Yes
Includes Trade Matrix: No
Annual Report
Manila [RP1]
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Production

Data from the Philippine National Dairy Authority (NDA) shows that in terms of volume, domestic milk production grew 2.27 percent to 11,580 metric tons (MMT) in liquid milk equivalent (LME) in 2004 from 11,250 MT a year earlier. Value of dairy production in 2004 amounted to P291 million (\$5.22 million at current exchange rate¹). Currently, the country produces less than one percent of its total annual dairy requirement and imports the balance.

A steady growth in production and processing capacity was a notable feature of the local dairy industry in 2004. Local production capacity in NDA-assisted areas maintained double digit growth rates in herd, milk output and milk sales, albeit over a small base. NDA-assisted dairy cooperatives and other private sector players have maintained robust growth rates in the dairy production sector over the past several years.

The Philippine dairy industry primarily consists of government-assisted dairy cooperatives and backyard dairy farmers. NDA-assisted cooperatives supplied 63 percent of the raw milk produced in 2004 worth about P126 million, of which about P76 million was sold to the commercial market, while close to P50 million worth was sold to feeding programs for malnourished children. The House of Representatives is currently deliberating on the proposed 2006 General Appropriations Bill, which includes an allocation of P1.6 billion for school feeding activities. If funded, it is expected to further encourage domestic milk production.

NDA forecasts local milk production to reach 13,000 MT by year's end as a result of the continued infusion of dairy animals. About 900 cows, both imported and domestically-sourced, were procured in 2005 by NDA through the USDA Section 416(b) program as well as other commercial purchases of imported dairy animals. Milk production is expected to reach 15,000 MT next year, as more of these new dairy animals come into production.

According to NDA, production in 2004 came from an estimated 25,087 dairy animals, comprised of cattle (10,476), water buffalo (13,606) and goats (1,005). Dairy animal numbers are expected to continue increasing by 500-1,000 annually, mainly due to the on-going herd build-up programs of NDA.

DAIRY ANIMAL NUMBERS (2003-04)			
	2003	2004	Percent Change
Cattle	10,043	10,476	0.23
Carabao	13,143	13,606	0.04
Goats	1,209	1,005	-0.22
TOTAL	22,861	25,087	0.10

Source: National Dairy Authority

With an increase in dairy animals, domestic milk production is projected to increase in 2005 and beyond. NDA is expected to complete the distribution of 900 pregnant heifers to dairy-farmer members within the year.

The importation of dairy animals such as lactating cows from New Zealand is part of the government's herd buildup program to increase milk output. Local farmers can avail of this program through a dairy animal loan. NDA reports that said herd buildup has been mainly dependent on importation of tropical cross-bred animals from Australia and New Zealand.

¹ \$1=P55.77, Source: Bangko Sentral ng Pilipinas as of October 13, 2005

Average farmgate price of locally-produced milk increased nearly 7 percent to P25.75/liter in June 2005 (\$20.36 cwt at current exchange rate) from P24.09/liter (\$19.05 cwt) last year.

Consumption

The National Economic Development Authority (NEDA) forecasts Philippine GDP to grow at 5.3 percent in 2005 despite record high world oil prices. According to several analysts, GDP growth in 2005 is expected to slow down to about 5 percent from 6.1 percent last year, due to projected weak agricultural growth, sluggish exports and high oil prices. Moreover, new taxes such as the Expanded Value Added Tax and additional excise taxes are most likely to dampen consumer spending. However, remittances from overseas Filipino workers are expected to augment consumer spending.

The Philippines is a large market for milk and milk products with an estimated population of 84 million, growing annually at 2.36 percent. Dairy products are the country's second largest agricultural import after wheat. The country's dairy industry, which sources 99 percent of its inputs from abroad, is estimated to generate sales of up to \$1 billion annually. The Philippines is the largest Southeast Asian market for U.S. dairy products. The top US exports to the Philippines in 2004 were: milk powder (\$44.6 million), whey (\$7.6 million) and cheese (\$6 million).

According to the latest Family Income and Expenditure Survey (FIES) which is conducted every three years, average family income in 2003 increased by 2.5 percent to P148,121 from P145,121 in 2000. Average family expenditure, however, went up by 5.4 percent to P125,277, from P118,839 three years ago. The number of families in the country increased by 6.5 percent from 15 million to 16 million. Expenses on food accounted for 42.6 percent of disposable income, lower than the 43.6 percent share in 2000.

In 2004, NDA estimates total domestic dairy requirements to be about 2.48 MMT per year, growing at an average rate of 2 percent yearly. A study conducted in 2003 by the Food and Nutrition Institute (FNRI) showed 77.3 percent of surveyed households used milk as a beverage, 45.7 percent as a creamer and 4.9 percent as a cooking ingredient.

Over the last few years, numerous dairy cooperatives have sprung up in various regions of the country. About half of local milk production, according to NDA, is absorbed in the local communities where it is produced. The other half goes to school and community milk feeding programs co-funded by local government units. With dairy production in the country being more community-based, maintaining the quality of fresh milk becomes a major consideration due to the lack of dairy processing facilities and milk delivery vehicles.

FAO projects that imported dairy products will see a growth in demand due mainly to income growth in some developing countries. Purchases of milk powder in South East Asian countries like the Philippines, Thailand, Malaysia and Indonesia have been growing. Indicative export prices of dairy have been increasing due largely to the growing international demand in Asia and the drop in export subsidies and limited export supplies in exporting countries. According to NDA, local producers who supply consistent high-quality fresh milk and fresh dairy products and serve a distinct market niche, can take advantage of the rising price trends.

Trade

NDA data show that Philippine dairy importation reached \$492 million in 2004, six times higher than its revenue from dairy exports of \$75 million. Rising dairy importation underscores the growing domestic demand for dairy products and the inability of the domestic dairy sector to keep pace.

Imports: In 2004, the country's dairy import level grew to 2.11 MMT LME of milk and milk products worth about \$492 million. The major country suppliers by volume were New Zealand with 42 percent share of the total imports; Australia, 26 percent; the United States, 10 percent and Thailand, 7 percent. Dairy imports are projected to increase further with the lowering of tariffs last year, particularly for NFDM and whey powder.

In 2004, imports of milk and cream combined rose by 12 percent to 1,938 MT from 1,738.37 MT in 2002. However, growth was tempered by a substantial drop in two of its components: cream (33 percent) and condensed milk (78 percent). Among the imported dairy product subgroups, cheese imports (including fresh cheeses) increased by 30 percent, imports of butter grew by 11 percent and curd imports rose by 5 percent over the previous year.

In 2004, nonfat dry milk (NFDM) realized its largest share in the net volume of imported milk products. It also had a considerable increase of 11 percent in unit cost, from \$1,500 per metric ton to \$1,680 per metric ton. Retail prices reflected the same pattern with skim milk-based products showing the highest price increase. Liquid milk imports increased by 15 percent. The decline is likely the result of the growing number of local dairy processors that distribute fresh milk and milk products in a growing market.

Meanwhile, the growing supply of imported evaporated milk is a result of restructuring of processing capacities in Asia that reassigned the supply of that product to plants in Thailand and Indonesia. Thus, imports of evaporated milk in 2004 increased by 700 percent.

VOLUME OF DAIRY IMPORTS 2003-04 ('000 MT - in LME)			
1. Milk and Cream	2003	2004	Percent Change
o Skim milk Powder	849.25	935.77	10.19%
o Whole milk Powder	329.83	389.14	17.98%
o Buttermilk Powder	129.17	134.34	4.00%
o Whey Powder	293.50	371.99	26.74%
o Liquid (RTD) Milk	37.81	43.42	14.84%
o Evaporated Milk	16.80	134.34	699.64%
o Cream	51.91	34.57	-33.40%
o Condensed Milk	20.96	4.56	-78.24%
o Others	5.92	8.31	40.37%
Total Milk and Cream	1,735.15	1,938.37	11.71%
2. Butter & Butterfat & Dairy Spreads	84.30	93.40	10.79%
3. Cheese	21.33	27.78	30.24%
4. Curd	48.86	51.27	4.93%
Total Imports	1,889.64	2,110.82	11.70%

Source: National Dairy Authority

In 2004, the domestic supply of milk was provided by about 111 importers and processors, less than half the number than in 2003. Three companies, however, account for about two-thirds of total supply. The decrease in the number of importers was likely brought about by the sharp increase in milk prices in the world market.

Dairy imports, particularly of NFDM and whey, are forecast to continue growing, as domestic production of fluid milk is unlikely to meet the needs of rising domestic consumption. Growing processed dairy products for re-export, particularly to other ASEAN countries, will further drive demand for NFDM imports. Main suppliers of NFDM and whole milk powder (WMP) are New Zealand (35 percent), Australia (32 percent) and the United States (18 percent). Exports of U.S. milk powder in the last three years have increased significantly.

Exports: Exports of dairy products in 2004, likewise, recorded a significant increase of 24 percent by volume. Total export volume reached 259,000 MT LME up from 209,000 MT LME in 2003. WMP accounted for about 99 percent of exports and is emerging as the country's fastest growing major export product.

VOLUME OF PHILIPPINE MILK & MILK EXPORTS (In MT, LME)					
	2000	2001	2002	2003	2004
Liquid (RTD) Milk	0.26	4.37	9.88	1.34	8.59
Skimmilk powder			136.34		404.53
Wholemilk powder	48,614.39	105,611.18	168,196.34	204,322.64	255,195.68
Evaporated milk	68.61	47.27	99.09	1810.08	247.33
Cream	241.87	114.27	117.5	63.86	66.12
Condensed milk	11.16	3.01	5.83	22.02	
Ice cream/mixes	549.06	887.77	1,940.52	1,273.74	1,571.06
Ice drop	10.14	61.32	14.91	35.84	65.12
Whey		398.73	305.33	164.56	18.94
Others				1.44	0.51
MILK AND CREAM	49,495.49	107,128.53	170,825.74	207,695.52	257,577.88
Butter/Butterfat	1085.07	44.94	69.45	30.22	66.44
Cheese	522.28	598.43	888.42	867.13	1,043.62
TOTAL	51,102.84	107,771.90	171,783.61	208,532.87	258,687.94

Source: National Dairy Authority

The bulk of exports are from facilities in the Philippines which act as a supply center for infant nutrition and filled milk products for the Asia-Pacific region.

Accounting for almost 99 percent of dairy exports in 2004, the combined milk and cream products category totaled 258,578 MT LME, up 24 percent from the 208,533 MT posted the previous year. Butter shipments increased by 120 percent to 66.44 MT from 30.22 MT in 2003 while cheese exports rose by 20 percent to 1,044 MT.

In 2003, Indonesia replaced Malaysia as the top export destination for Philippine dairy products and accounted for 53 percent of the entire export volume last year. Malaysia ranked second in 2004 with a 36 percent export market share, higher than its 2003 share of 34 percent. Other notable overseas buyers include Thailand, Vietnam and Singapore, with shares of 3 percent, 4 percent and 1 percent, respectively.

Local milk companies claim to be adversely affected by the weakening of the Philippine Peso as virtually all their raw milk material requirements are imported. The Milk and Dairy Institute of the Philippines, an association of local milk processors, has expressed concern

over the increasing prices of raw materials such as skimmed milk powder, sweet buttermilk, and anhydrous milk fat. These raw milk materials are the principal components of milk products such as evaporated milk, condensed milk, powdered milks and infant formula milk. Since last year, average prices of milk solids have increased by more than 11 percent from \$2,400 per metric ton to \$2,700/MT in the case of skimmed milk powder and from \$1,900/MT to \$2,200/MT for sweet buttermilk powder.

Policy

White Revolution: A multi-sectoral undertaking led by the National Dairy Authority (NDA) and the Philippine Carabao Center (PCC) has been launched to accelerate Philippine dairy development.

The rationale behind this includes: 1) a growing demand for milk by a rapidly growing Philippine population; 2) the need to raise income levels in rural communities; and 3) the growing problem of child malnutrition.

The "White Revolution" shares in the national efforts to address poverty and malnutrition. Specifically, it aims to ensure availability and promote consumption of local milk and provide livelihood opportunities for rural farm families.

The White Revolution is based on the following development strategies:

Massive Herd Build-Up - Increasing the volume of local milk production will hinge principally on the quantity and quality of dairy animals. This can be achieved through the development and implementation of a unified system of dairy herd upgrading, embryo transfer, gene pool improvement, contract breeding and importation.

Adequate Post-Production Support - Processing is the central component of dairy development. The required post-production infrastructure must be in place, capable of absorbing the local production within a specified time frame. Public investment in providing milk plants, milk collection centers and packaging equipment will be needed

Existence of Sustainable Market - Milk feeding shall be institutionalized with corresponding funding support. This will result in significant gains in efforts aimed at raising the nutritional well-being of millions of Filipino children. It will also create a stable market for local milk producers. Corollary to this, commercial market niches for locally manufactured dairy products will be established.

Human Resource Development - These shall empower farmer-cooperators, local government units, non-government organizations, government personnel and other entities involved in propelling dairy industry development. A program of training, technology transfer and immersion, as well as local and foreign exchanges shall be integrated into all activities of the Program.

Research and Development - This shall cover dairy technology development and technology transfer within the sector.

National Milk Campaign - This calls for a generic promotion of local milk consumption and an advocacy campaign for milk feeding with support from various groups. It shall also encourage farmers to upgrade their animals and promote dairying as an added source of income.

Credit Facilities - A credit guarantee facility to support the financial needs of dairy cooperatives in projects involving production, processing, packaging, marketing and distribution shall be set up. The fund shall cover the acquisition of animals, establishment of infrastructure, production or post-production facilities, and farm implements vital to dairy development.

Policy Formulation and Implementation - The concerned government agencies shall ensure a policy environment conducive for dairy development. Primary focus shall be the immediate enactment of legislation to provide for stable financial support for the National Milk Feeding Program and dairy related activities.

Biotechnology: Government researchers have reported they are making good progress on cloning a water buffalo (carabao). It is hoped that this could eventually help raise productivity levels of Filipino dairy farmers. According to the Philippine Carabao Center (PCC), the aim is to replicate a "super buffalo" that would boost the genetic make-up and milk production of the native water buffalo. PCC reports that they are now in the process of transferring the cloned embryos to a surrogate dam and expect some live animals by next year.

There are an estimated 3.2 million carabaos in the Philippines. According to PCC, dairy carabao produce an average of 8 liters a day while in India, where the animal numbers are about 98 million, some animals produce up to 35 liters a day.

PCC plans to obtain enough semen from cloned male super buffalo to start a widespread insemination program in the Philippines that would create higher-yielding carabao. PCC states that there is no danger that the Philippine carabao will be entirely replaced by a new breed of super buffalo because there are genetically pure pools of carabao that would be protected.

Tariffs: In 2004, tariff rates for raw materials such as NFDM and whey were lowered to 1 percent, while the duty for butter, dairy spreads, processed cheeses, yogurt, etc. were either raised or maintained at the 2003 levels. The 2004/05 MFN tariff rates for dairy and dairy products follow:

TARIFF SCHEDULE 2004/05			
H.S. Code	Description	Rate of Duty	
		MFN	CEPT
0401	Milk and cream, not concentrated nor containing added sugar or other sweetening matter		
0401.10.00	Of a fat content, by weight, not exceeding 1 percent	3	3
0401.20.00	Of a fat content, by weight, exceeding 1 percent but not exceeding 6 percent	3	3
0401.30.00	Of a fat content, by weight, exceeding 6 percent	3	3
0402	Milk and cream, concentrated or containing added sugar or other sweetening matter		
0402.10.00	In powder, granules or other solid forms, of a fat content, by weight, not exceeding 1.5 percent	1	3-5

0402.21.00	In powder, granules or other solid forms, of a fat content, by weight, exceeding 1.5 percent		
	Not containing added sugar or other sweetening matter	1	3-5
0402.29.00	Other	1	3-5
0402.91.00	Other		
	Not containing added sugar or other sweetening matter	5	5
0402.99.00	Other	5	5
0403	Buttermilk, curdled milk and cream, yogurt, kefir and other fermented or acidified milk and cream, whether or not concentrated or containing added sugar or other sweetening matter or flavored or containing added fruit, nuts or cocoa		
0403.10	Yogurt		
0403.10.10	Containing fruits, nuts, cocoa or flavoring matter; liquid yogurt	7	5
0403.10.10	Other	7	5
0403.90	Other		
0403.90.10	Buttermilk	3	3
0403.90.90	Other	7	5
0404	Whey, whether or not concentrated or containing added sugar or other sweetening matter; products consisting of natural milk constituents, whether or not containing added sugar or other sweetening matter, not elsewhere specified or included		
0404.10.00	Whey or modified whey, whether or not concentrated or containing added sugar or other sweetening matter	1	3
0404.90.00	Other	3	3
0405	Butter or other fats and oils derived from milk; dairy spreads		
0405.10.00	Butter	7	5
0405.20.00	Dairy spreads	7	5
0405.90.00	Other	1	0
0406	Cheese or curd		
0406.10.00	Fresh (unripened or uncured) cheese, including whey cheese, and curd	3	0
0406.20	Grated or powdered cheese, of all kinds:		
0406.20.10	In containers of gross weight exceeding 20 kgs.	3	0
0406.20.90	Others	7	5
0406.30.00	Processed cheese, not grated or powdered	7	5
0406.40.00	Blue-veined cheese	3	0
0406.90.00	Other cheese	7	5

Source: Tariff and Customs Code of 2004

Marketing

NDA reports that more institutional buyers and distributors of local fresh milk and cheeses entered the market during the year expanding the outlets of locally-produced milk. Milk booths in the malls, specialty coffee shops serving fresh milk and fresh milk retailers in new urban centers have continued to proliferate and have largely contributed to the rise in the demand and availability for fresh milk.

Retail: San Miguel Corporation, the largest food and agribusiness company in the Philippines, has acquired National Foods Ltd., one of Australia's largest food companies, for about \$1.5 billion. With the termination of the no-compete arrangement between Nestle and San Miguel, the market saw the return of the traditional Filipino Magnolia brand of dairy products last year, including milk and chocolate milk in tetrapaks and Magnolia ice cream. San Miguel stopped using the well-known Magnolia brand in 1998 as part of the terms of the divestment of its entire stake in Nestlé Philippines.

PSD Table						
Country	Philippines					
Commodity	Dairy, Milk, Fluid				(1000 HEAD) (1000 MT)	
	Revised	2004	Estimate	2005	Forecast	2006
	Old	New	Old	New	Old	New
Market Year Begin		01/2004		01/2005		01/2006
Cows In Milk	11	11	11	12	0	12
Cows Milk Production	12	12	13	13	0	15
Other Milk Production	3	3	3	3	0	3
TOTAL Production	15	15	16	16	0	18
Intra EC Imports	0	0	0	0	0	0
Total Imports	45	45	45	45	0	45
TOTAL Imports	45	45	45	45	0	45
TOTAL SUPPLY	60	60	61	61	0	63
Intra EC Exports	0	0	0	0	0	0
Total Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Fluid Use Dom. Consum.	55	55	56	56	0	58
Factory Use Consum.	5	5	5	5	0	5
Feed Use Dom. Consum.	0	0	0	0	0	0
TOTAL Dom. Consumption	60	60	61	61	0	63
TOTAL DISTRIBUTION	60	60	61	61	0	63
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

PSD Table						
Country	Philippines					
Commodity	Dairy, Milk, Nonfat Dry				(1000 MT)	
	Revised	2004	Estimate	2005	Forecast	2006
	Old	New	Old	New	Old	New
Market Year Begin		01/2004		01/2005		01/2006
Beginning Stocks	2	2	2	2	2	2
Production	0	0	0	0	0	0
Intra EC Imports	0	0	0	0	0	0
Total Imports	120	120	130	130	0	135
TOTAL Imports	120	120	130	130	0	135
TOTAL SUPPLY	122	122	132	132	2	137
Intra EC Exports	0	0	0	0	0	0
Total Exports	16	16	18	18		20
TOTAL Exports	16	16	18	18	0	20
Human Dom. Consumption	104	104	112	112	0	117
Other Use, Losses	0	0	0	0	0	0
Total Dom. Consumption	104	104	112	112	0	117
TOTAL Use	120	120	130	130	0	135
Ending Stocks	2	2	2	2	0	2
TOTAL DISTRIBUTION	122	122	132	132	0	137
Calendar Yr. Imp. from U.S.	10	22	10	22	0	22
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

PSD Table						
Country	Philippines					
Commodity	Dairy, Dry Whole Milk Powder				(1000 MT)	
	Revised	2004	Estimate	2005	Forecast	2006
	Old	New	Old	New	Old	New
Market Year Begin		01/2004		01/2005		01/2006
Beginning Stocks	0	0	0	0	0	0
Production	0	0	0	0	0	0
Intra EC Imports	0	0	0	0	0	0
Total Imports	45	45	48	48	0	52
TOTAL Imports	45	45	48	48	0	52
TOTAL SUPPLY	45	45	48	48	0	52
Intra EC Exports	0	0	0	0	0	0
Total Exports	28	28	30	30	0	34
TOTAL Exports	28	28	30	30	0	34
Human Dom. Consumption	17	17	18	18	0	18
Other Use, Losses	0	0	0	0	0	0
Total Dom. Consumption	17	17	18	18	0	18
TOTAL Use	45	45	48	48	0	52
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	45	45	48	48	0	52
Calendar Yr. Imp. from U.S.	1	1	1	1	0	1
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

PSD Table						
Country	Philippines					
Commodity	Dairy, Cheese				(1000 MT)	
	Revised	2004	Estimate	2005	Forecast	2006
	Old	New	Old	New	Old	New
Market Year Begin		01/2004		01/2005		01/2006
Beginning Stocks	0	0	0	0	0	0
Production	2	2	2	2	0	2
Intra EC Imports	0	0	0	0	0	0
Total Imports	6	6	7	7	0	9
TOTAL Imports	6	6	7	7	0	9
TOTAL SUPPLY	8	8	9	9	0	11
Intra EC Exports	0	0	0	0	0	0
Total Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Human Dom. Consumption	8	8	9	9	0	11
Other Use, Losses	0	0	0	0	0	0
Total Dom. Consumption	8	8	9	9	0	11
TOTAL Use	8	8	9	9	0	11
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	8	8	9	9	0	11
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0